The Evening Star Newspaper Company Business Office, 11th St. and Pennsylvania Ave. New York Office: 150 Nassau St. Chicago Office: Tower Building. European Office: 16 Regent St., London, England.

The Evening Star, with the Sunday morning edition, is delivered by carriers within the city at 60 cents per month; daily only, 45 cents per month; Sunday only, 20 cents per month. Orders may be sent by mail or telephone Main 5000. Collection is made by carriers at the end of each month.

Rate by Mail-Payable in Advance. Maryland and Virginia.

All Other States.

Member of the Associated Press. The Associated Press is exclusively entitle the use for republication of all news dis patches credited to it or not otherwise credited in this paper and also the local news pub-lished herein. All rights of publication of special dispatches herein are also reserved.

Headed for Prosperity.

The year which comes to a close to day has been one of the most turbulent in the history of American indus try, but it ends with a far better showing than any one had reason t anticipate at its beginning or during the early and midmonths of its great est turbulence. As a matter of fact we bid farewell to 1922 with belated realization that the year has seen us launched definitely on an era of re stored prosperity, and in the belief that the new year will witness such consolidation of that prosperity that the nation may go ahead with its business in a confidence which has not been warranted in any previous post-war year.

Evidence of this returning pros perity comes from numerous and authentic sources. At the beginning of the year unemployment was regarded as the most serious of the nation's problems. It is not a problem at all at the year's end, for unemploy ment on a nation-wide scale has ceased to exist. Work is not as plentiful as it was during the war years, when men could pick and choose in the matter of jobs, but there is no considera ble number of men today out of jobs who really want them. A few days ago Secretary Hoover of the Depart ment of Commerce submitted figures showing not only a highly gratifying revival in domestic trade and industry, but a wholly unexpected improve ment with respect to foreign commerce. The net of his showing was that while statesmen have been discoursing wisely, or otherwise, on how to restore world trade the traders of the world have been busily and suc cessfully applying self-restoratives. Even the surplus of our farm products, which has been the cause of so much gloom in agricultural circles, is managing to find markets abroad, with the prospect that before anothe harvest the surplus will have been re duced to normal, with corresponding reduction in rural discontent.

On another page of today's Star is published an article by Dr. Parmelee. director of the Bureau of Railway Ecomost surprising contribution to the again. The provision in the naval bill It shows that despite the handicaps United States, best able of all nations does not interest Germany at the preses of the coal strike and the to build ships of war, is willing to go reilway shopmen's strike, net operating income of the railroads increased \$145,000,000, constituting a net profit rate of 4.05 per cent on the valuation fixed by the Interstate Commerce Commission, as against a rate of 3.3 per cent in 1921 and a small fraction of 1 per cent in 1920. Dr. Parmelce feels having passed the Senate, providing warranted in believing that in the coming year the railroads will earn through the grounds of the Walter well over 5 per cent net, or a close approximation to the 5% per cent designated officially as a "fair return."

A number of years ago the public War Department, and is urgently dewould have been disposed to regard with indifference, to say the least, anrouncement that the railroads were earning a reasonable profit on the money invested in them, but one of the lessons which have been learned Capital Traction tracks northward by the present generation is that and serve a rapidly developing region there can be no sustained national Careful provision has been made prosperity if prosperity is to be denied the great transportation systems. It would be difficult to overstate what the improved position of the railroads will mean during the coming year. They now will be able to obtain credits and to place orders for badly needed equipment, and these equipment orders will revive activity and provide work in a hundred different lines These revivals will, in turn, stimulate the demand for foodstuffs and other necessities; this stimulation will in its own turn provide additional tonnage for the carriers, enabling them to buy still more equipment, and everybody will be happy that the much-discussed circle is again in swing, this time swinging beneficently.

Among all the traffic regulation framed from time to time there is not one that suggests a solution of the parking space problem.

Debates likely to arise may convince Ambassador Harvey that there are even rougher experiences than a culate defective eyesight increases the storm at sea. ease of counterfeiting labels.

Old Washington Custom. Once upon a time, and that time was not so very far in the past, every body in Washington who did not "re ceive" on New Year day "called." It was the day of "open house." Callers needed not to be friends or acquain tances of those who received them though it was a fiction that they were As a rule nobody who could walk fairly straight was turned away, and

many who could not were admitted. The Star used to publish columns of "receiving notices" sent in by those receiving, the notices reading that Mrs. Smith, assisted by Miss Jones of New York, Miss Brown of Phila- turn. These men were found guilty delphia, Miss Doe of Baltimore, Miss Roe of Richmond, Miss X, Miss Y laws. Only one of these eight bears and Miss Z would receive at - K an obviously alien name. The other street northwest. The Star would publ may be, from their patronymics, of lish hundreds of these announcements. There would also be a long list of exiled. They may stay here and finish Uncle Eben, "an' dat's de indivitile dat was permitted to exercise thristier those "not receiving." The reasons seculty be even. Where they will go to not the tre

THE EVENING STAR, reavement or absence from the city concern of this country. We are not or that the lady was assisting at some one else's reception. The callers were particular. They are undesirable citimostly men. They came afout, in zens probably in any country. Cer the horse cars and in hacks, and this tainly they are undesirable here. receiving custom was still general when the herdics and hansom cabs THEODORE W. NOYES .. Editor appeared on our streets.

men, and for this reason, and others,

the "receiving" custom declined. One

reason was that Washington was

no acquaintance with the persons re-

receptions, was increasing to an in-

colerable extent. And so the custom

slowly passed away. New Year day

continues a day of receiving and call-

ing, but the receptions are on a dif-

ferent basis than those of two gen-

Further Naval Curtailment.

or less and of aircraft."

The naval appropriation bill, as

Developments which followed Sens

paragraph to provide for the call also

of an international economic confer

Congress to the status merely of an

all governments concerned."

these programs demonstrate that com

still farther in the curtallment of their

building-whenever it can be done

without impairment of established

Fourteenth Street Extension.

for the extension of 14th street

Reed Hospital north to the District

line. This measure has the approval

of the highway commission and the

manded for the convenience of access

to a large section of the District now

onfined to comparatively limited lines

of approach. By the extension of 14th

street it will be possible to carry the

against the undue disturbance of the

hospital establishment, the tracks

being carried through under grade

Although the bill has been now in

the House for several months pend-

ing before the committee on military

affairs, it is still awaiting committee

approval, and consequently has had

to chance for passage. The present

ession is drawing to a close and time

s now valuable. The hope is that this

measure, for which there are so many

strong reasons and against which

up at an early date by the committee

and reported to the House for passage,

so that the work on this much-needed

improvement can start during the

Great advance in civilization mus

he made before the Turk's conscience

reminds him that he is due for repara

As spurious liquor continues to cir-

Europe confesses to the need not

penitentiary on terms varying from

five to twenty years is conditioned

upon their departure from the United

States within sixty days, never to re

of conspiracy in violation of war-tim

American birth. Yet all are to be

their terms, or they may leave for-

within the reservation.

next fiscal year.

tions in Smyrna.

numerous hotelkeepers.

A bill is now pending in the House.

ratios of naval strength.

erations ago.

Their former chief, Haywood, is himself a fugitive from justice, and, according to present understanding, is It was the custom for the women somewhere in Russia, where at latest at these receptions to serve eggnog, accounts he was in the employ of the apple toddy and strong punches. It soviet government. That is a conwas widely believed that a reception genial environment for him. He becould not be a success-that is, would lieved in the sort of state that Russia not attract many men-unless strong has become. While here at the head drink was served. At that time temof the I. W. W. he strove to make the perance sentiment was making head-United States communist. It has alway, but had not spread very widely ways seemed a pity that Haywood among the people of Washington. should have escaped penalties while The temperance speakers and workers his followers were caught. Now perpointed to the old-fashioned New Year haps they will join him. There will be reception as a horrible example. entire satisfaction if they go to greet Gradually the number of these recephim in Russia and tell him their tions at which non-alcoholic drinks troubles. were served increased. The sentiment spread among the women that they should not hand out strong drink to

'wishing' them on anybody else in

The New Year Pledge.

This is the day to take stock, being the last day of the year, the day of reckoning to consider that new leaf growing from a small town to a large that is to be turned tomorrow. Is it city, and the number of men having to be turned, or not? Is any effort to be made to start the year with a resolution of better conduct?

ceiving, and taking advantage of these There is something more than mere tradition in the regarding of New Year day as a time for efforts at personal betterment. Of course, any other day in the year is just as good, but there is something about the first day that invites endeavors for betterment. Even if the good intention lasts only a short time it is worth record-

ing! There is nobody who cannot find assed by the Senate yesterday, consome specific way of self-improvement, some habit to be broken, some tains unchanged the House provision trait to be checked or corrected. Norequesting the President "to enter body is perfect, and good resolutions into negotiations with the governments of Great Britain, France, Italy will not make the perfect man. But even the best of folks can improve and Japan, with the view of reaching themselves. They can be more conan understanding or agreement relasiderate of others, more thoughtful, tive to limiting the construction of all types and sizes of subsurface and surmore unselfish, more tolerant and patient. Strict righteousness is often face craft of 10,000 tons displacement extremely disagreeable if it is not mixed with human kindliness and

tor Borah's proposal to amend this compassion. Ar eminent French psychologist is on his way to this country to teach ence have reduced this "request" by the American people, so far as he can reach them, how to help themselves amiable expression of the wish that a to better health. His prescription is way may be found further to lighten simple, consisting largely of a formula the burdens of armaments, without or a "litany" in which the subject arousing anywhere expectation of imgives daily assurance of being better. mediate results. It will bring no em-Let this method apply to other than physical ills and the New Year start barrassment to the administration, the with a resolution to "be better" in President having effectively disposed of the matter in advance when, in every way every day of 1923.

his letter to Senator Lodge, he said of further armament limitation: "Such Many old-time democrats are wonan agreement is much to be desired. dering how Col. Bryan's animated diswhenever practicable, but we may cussions of evolution are expected to very reasonably postpone further enassist the party in reorganizing. deavors along that line until the agree-

ments made at the Washington con-The prohibition officials give fair ference secure the final sanctions of warning that they are prepared for some New Year eve demonstrations That something needs to be done. and will be done, in the matter of on their own account.

limiting secondary naval craft is apparent to every one, in view of the Nineteen twenty-three is expected to construction programs which certain e a year of bright prospects. It foreign powers are undertaking, for brings in the regular season for presidential booms.

petition in armaments is not to be ended merely by removal of competi-People who complain that there is tion in the building of capital ships. ittle current literature worth men-But it may be safely left to the minds tioning overlook the immense output which planned the Washington conof propaganda. ference and made it a success to de-

termine when the time is ripe to strike The Chinese custom of paying all

> more comfortable than the bird who remains out in the open to be fired at.

Supplies for foreign relief occasion ally encounter a rather aggravating form of the distribution problem.

Sovietism has undergone so many modifications that there is now very little effort to define it.

The invwalker is a promoter of accidents, but is still not as bad as the jaydriver.

"Happy New Year" means nothing to Mustapha Kemal.

SHOOTING STARS.

BY PHILANDER JOHNSON.

Songs. A man once sang a doleful song.

He warbled, "Everything is wrong!" In minor key, both night and day, He rang the changes on this lay. Another man, much more polite,

Kept warbling, "Everything's al right!" Beneath the glow of sun or moon

He caroled forth the selfsame tune. But who shall help in life's relief there is no objection, will be taken Who thinks the world was made for

> grief, Or who shall understand its stress Who basks in selfish happiness.

Let songs be both of day and night, Of shadows dark and sunshine bright That subtle harmonies may rise Which bid all sing and sympathize.

New Leaves. "Are you going to turn over a new eaf on the 1st of January?" "No," replied Senator Sorghum

"My time of year for revising opinions is in summer just before a conven-Frequent parleys at least confer advantages in the way of business or Jud Tunkins says we're all equal;

nevertheless, the world doesn't look the same to the boy with a snow shovel as it does to the boy with a sled.

Farm Products. "Why do you get angry when the boys refer to your whiskers as al falfa?"

"What you mistake for anger," said Farmer Corntossel, "is regret. I wish my whiskers was that valuable."

"Dar's one man dat don' git wo Happy New Year wish fum me," said stances appear to be comfortable. He

Mr. Wilson As Warwick.

Only a few of his friends, encour aged by assurances of his improved health, conceive of Mr. Wilson as the nominee of the next democratic national convention. The majority have hopes of his controlling that body, and are speculating about his probable

choice for leader. If he finds himself in position to name the man, Mr. Wilson will not face as simple a proposition as Mr. Bryan faced at Baltimore in 1912 When the pinch came Mr. Bryan had but two men before him-Mr. Wilson. who had never been, and Champ Clark, who had always been, his friend. To the surprise and chagrin of Mr. Clark and his followers. Mr. Bryan bestowed his favor on Mr. Wilson, and thus, as events developed

made him President. Mr. Wilson will have several men before him, all good friends and true. in 1924.

Mr. McAdoo stands near to himtoo near for comfort in the matter of this contest. If Mr. Wilson were to show at the start a marked inclination toward his son-in-law he would be accused of a sort of nepotism, and Mr. McAdoo be injured.

In the case of Judge Clarke of Ohio who has recently left the Supreme bench to take a hand in politics, Mr. Wilson would have to choose between him and Gov. Cox of that state-a choice that would be difficult by rea son of the fact that Gov. Cox is still as ardent an advocate of the league of nations as in 1920, when as the democratic nominee for President he received Mr. Wilson's support on that

In the case of John W. Davis, a highly attractive man, now of New York, Mr. Wilson, who feels most kindly toward him, would have to make some sort of overture to Tammany, and that would not be easy He and Tammany are as the poles apart respecting politics, and just now Tammany is riding the crest of the highest wave that has ever rolled in the waters of New York.

Shades and Substances.

Do the shades of William Alfred Peffer and Jerry Simpson, of James B. Weaver and "Calamity" Weller of Kansas and Iowa, respectively, when in the flesh, ever revisit the glimpse of the moon? And do they slip unobserved past the guardians of the portals on Capitol Hill and listen to the debates in the legislative chambers when the interests of the farmers are under discussion?

If so, they are enjoying themselves these days. They are hearing applauded propositions which when made by them and sentiments which when uttered by them thirty years ago caused them to be hooted from the stage.

If shades are not allowed this privi ege, but must remain on the reservation, these shades are enjoying themselves in the Elysian fields, provided the wireless with the earth is working well. And it is not difficult to imagine them gathered together after the day's stints are done, discussing the latest news from Washington, and philoso phizing on the changes time has

Well, those changes, of all kinds are great. Not only the farmers but debts at the beginning of each year the wage-earners have come into a consideration which puts them in the front rank of all political and governmental calculations and efforts. They A "lame duck" may, after all, be have a hundred champions today where a quarter century ago they had but one. They may not be getting all they want, but are getting far more than was ever before applied for.

And the coming quarter century? Who may say what that will produce? How far will the present swing of affairs go? Who are being laughed a today for plans and purposes con sidered extreme, and even fantastic, and yet, in 1947 say, will appear as men of vision and courage ahead of their time-torchbearers showing the

Persuading Mr. Cleveland. A news note from New York:

A news note from New fork:

William J. Gibson, eighty, who is
credited with having induced Grover
Cleveland to accept the democratic
nomination for President in 1892, died
yesterday in South Orange. • • While
practicing law here he became active in
politics, and was associated with William C. Whitney, Daniel Lamont and
others who tried to induce Mr. Cleveland to run for President for the third and to run for President for the third

This is a serious statement, and re fers to a politician of ability and influential connections, but read in the light of history it has almost a humorous touch.

Mr. Cleveland needed no persuasion to stand the third time for the presidency. The movement to make him the candidate in 1892 began almost on the day he retired from the White House in March, 1889. His friendsamong whom were some of the clever est men in the democratic party-saw things clearly, and set to work at once to put things in order for his third

Mr. Cleveland was more than 'agreeable." As nearly as one of his temperament could be, he was enthustastic. Clever himself in politics, he assisted his friends in every possible way. Between the time of his return to New York and the meeting of the next democratic national convention he met with his kind of graciousness all the party leaders from whatever section of the country who were steered into his law offices, and conducted a voluminous correspondence with such as could not make the journey.

The result was a Cleveland boom deafening volume at the Chicago con-

Mr. Cleveland's third nomination was accomplished with case, and he would have been glad of a fourth. But by 1896 William J. Bryan had appeared, and he broke the Cleveland spell, but could not make the grade on election day.

The ex-kaiser's personal circuit can's be happy less's he's kickin' up foresight as an individual than as ar

Politics at Home Adam's New Year Example Inspiration to Modern Man

BY THOMAS R. MARSHALL, Former Vice President of the United States.

F a man has either faith or philosophy he can cheer himself not a little by thinking back to the first New Year day and retrospectively considering the first man who looked upon To contemplate the historic Adam may be helpful in lifting the load from the shoulders of those who think in a thousand ways Christian civilization is about to break down and the individual to go to his ruin. Each man of a million may feel himself to be the most helpless, hopeless and undone creature since time began. Yet, bad as may be his condition, it is idyllic in contrast with that of the first gentleman on that New Year morn, when he stepped from the Garden of Eden, his bride by his side. He had no friends, no home a more year, the trade no job home, no money, no trade, no job and no newspaper in which to adand no newspaper in which to advertise for one; and yet he turned to Eve and said, "A happy New Year, my dear." Notwithstanding his plight he kept moving along in faith and confidence. He was never utterly cast down nor dismayed. He knew what he had lost, but he neither cursed God nor died. He had a rare philosophy. Things were just as bad with him and with the world as they could possibly be. But in attaining unto knowledge he had also gathered fruit of the Tree of Wisdom, and so he said, "What is bad is part my fault; let me be brave enough to help restore it." If Adam could have faith measurably to prove that he sincerely meant his greeting, what right have any of us to say there is no hope after all these say there is no hope after all these long centuries that this will be a happy New Year?

The heathen had for his consola tion the myth that every evil in life had escaped from Pandora's box, save hope. The Christian always has for his faith a belief that in the midst of evils there is a divinity overruling everything for the good of man. Whether you call it faith or hope, it has been the anchor of individuals for untold generations in hours of doubt and uncertainty. How far the heathen was willing to have his hope deferred, I cannot say, but all thoughtful souls since the first Christmas have felt that, no differ-ence how angry the seas, their ship was sailing onward to a diwine event. They have been willing, so content have they been, to refer to the event as far off. They sing on each New Year eve a hymn to higher, finer, better things.

With the poet we all have cried to the New Year bells, not only to ring out the old and to ring in the new, but to ring out the false and ring in the true. If this song or prayer or human longing, call it what you may, had died upon the first lips that uttered it, because it did not come to pass at once, then long since would civilization have become accursed. But those who had faith could see as the years went by not full ac-complishment, but progress toward it. And, realizing they were moving forward, they were eager to greet each next New Year with the same glad cry, thereby proving that, after all, it is an invocation, not a benediction.

* * * * How human it is for us to scowl, vet how divine it would be if we would smile. We have not yet grown out of our childhood, in that we take for granted what we have and think we should obtain what we do not have. If discontent aids a striving toward the ideal, then it is well; but, if it is a source of lessened effort, then it is ill. We are not wise if with the coming of tomorrow we do not strike a balance between our

they are in process of manufacture

until they are ready to be scrapped-

with respect to foreign marketing.

They must "sell" their foreign

problems and every article in a com-

nodity class has its individual mer-

handising angle-from the biggest

item to the smallest, from bridges

and locomotives to sparkplugs and

radiator valves—this one fundamental

American goods are sold in the

United States by men whose profession

is salesmanship and whose qualifica-

deep confidence in the particular prod-

ucts they represent. In the foreign

field American goods cannot sell

themselves, nor can they attain a full

measure of merited sales through the

haphazard efforts of men who are

poorly prepared for the work they

The glib tongue of the old-time

for exact knowledge. Manufacturers

have begun to realise that a good

knowledge of the language of a for-

eign market will not make up entire-

ly for hopeless ignorance about their

products. Therefore, salesmen going

out from the United States are better

When a manufacturer decides to put

on the market in this country any

device that involes novel ideas or new

possibilities, he knows that one of

the things he must do first of all is

to instruct his sales force fully in

the merits and underlying principles

of the new product. In addition he

must use his national advertising to

help to prepare the auger for the arte efficient agent.

'drummer" is no longer a substitute

tions are minute knowledge of and a

truly sticks out.

indertake.

blessings and our obligations. And having struck it, we are foolish if the balance being on the wrong side of the ledger, we apply for bankruptcy in the courts, either of business or morals. There is no soul so cursed by fate that may, not if it will count up in memory blessings which have been poured into the treasury of its life. Nor is there a soul so blessed that a candid consideration of the past will not admit large unpaid debts to God. to country, to humanity.

Whether as individuals or as a people, we cannot contemplate with satisfaction the condition of our democracy. We cannot fall to look with saddened eves upon the seemingly irrepressible con-

the seemingly irrepressible con-flict between labor and capital. We cannot help grieving over the proneness of each to magnify its grievances and to discount its blessings. We look with shame blessings. We look with shame and fear upon the prospect that a republic, supposed to be composed of men and women sufficiently educated and high-minded enough to govern themselves through their self-control, may be compelled to fix a standard of conduct for its citizens and forcibly to measure them by that standard rather than by the golden metewand of pure and undefiled democracy. We see the lowering clouds of personal rights and class rights and hear the battle cry. "God and my right." but we fail to see a ray of sunshine illuminating duty. Enough of this there is to bring tears to the eyes of the little boy who represents 1922, and, alas, this is not all. The neace that followed the

world war is not that peace which other New Years had hoped would settle like a benediction upon the heart of man. It is a peace that passeth all understanding. It is a peace crammed with blood hatreds, racial ambitions, national fears, conflicting interests, depreciated currencies, debts. doubts and seeming desolation. It is a peace so uncertain that it is being guarded everywhere by arms and guarded everywhere by arms and armament. It is not a good sight. It does not make us proud as a people. It should make us prayerful. Well might we all repeat in unison that we have done those things we ought not to have done and left undone those things we ought to have done. No, things do not look good here or elsewhere or anywhere.

Yet I sav unto you that in the midst of all this doubt and seeming despair never was there a New

Year's dawn when men ought more heartily to hope each other happiness. If we be what we claim to be, the freest and most democratic people on earth; if we are what we are lovers of our fellow. say we are, lovers of our fellow men, then we may come into to-morrow impressed with a sense of morrow impressed with a sense of duty, consecrated to the high ideals of democracy, and thank-ful that we are not to be carried to the skies on flowery beds of ease. It will always be a happy New Year when we look franky and firmly into the eyes of duty.

It will be a supremely happy New Year if in the midst of temporal blessings we catch a glimpse of our spiritual responsibility. tomorrow we enter into a new life in which without misgiving or shadow of turning we are content to minister and not to be ministered unto; if we forget we are laborers and capitalists and remember only that we are citlzens, not subjects; if we catch a gleam of that real patriotism which teaches that our laws are not for class or creed or race, but for freemen; if we cheerfully acfor freemen; if we cheerfully accept that supreme happiness of life which flows from its supreme duty to be tender and true to humanity; if we realize that every heart knoweth its own sorrow and shall take care that we pour only the oil and wine of sympathy and understanding; and, above all, if while leading the yearsered of dewhile leading the vanguard of defrom the little children of the world, but shall invite them to go along, then, indeed, it will be a happy New Year. (Copyright, 1922, by Thomas R. Marshall,)

Representatives

qualifications as regards character

* * * *

If the purely technical advantages

only must be thoroughly impressed

upon the representative, the matter i

not so difficult, provided the right

kind of representative has been se-

lected in the first place, who can read-

ily appreciate the engineering fea-

tures involved and who can digest

the useful data that usually are work

ed up by the manufacturer to facili-

tate the sales of the apparatus. In the

matter of placing before the foreign

representatives a complete technical

knowledge of the product which they

are called upon to sell, German manu

thorough.

facturers have always been most

In the matter of special appliances

and devices a broad knowledge of ap-

and merchandising methods are the

more important factors. In these mat-

ters the best overseas firms need guidance. They must be shown what the appliance can do, they must be

helped to analyize local conditions

or that particular appliance

plication possibilities, performance

until they are ready to be applied foreign representation is to negotiate is equally true and must be applied with a firm that has the necessary with a firm that has the necessary

SOME INSIDE STUFF ABOUT NEW YORK

BY WILLIAM JOHNSTON.

NEW YORK, December 20. EW Year-like almost everyhotels and restaurants. Little of the restaurants begin drumming up New Year eve trade with engraved invitations, inviting you to reserve tables. In the hotels the price of the is more freely served, the price per

person this year is \$15. Everything at these suppers is taged. Balloons, confetti, horns and staged. Balloons, confetti, horns and bells are provided for each guest in the hope that if there is enough noise people may be induced to think they are having a good time. Souve-nirs of various sorts are provided for

It is expected this year-unless pro-It is expected this year—unless pro-hibition activities interfere too much— that at least one hundred thousand persons will participate in these pub-lic suppers. Many of the partici-pants, however, will be from other cities and from the suburbs. New Yorkers themselves have grown rath-er tired of this sort of thing and most of them either entertain in their own homes or are invited by friends. own homes or are invited by friends. New Year toasts are safer—and cheaper—at home.

A Novelty in Weddings.

EVERYBODY in New York is still L talking about Winifred Holt's establish a Paris Lighthouse for the blind in France. On the occasion of her recent marriage to Mr. Mather she urged all her friends to give money to the fund, instead of buying gifts for her, and the wedding gift fund is already over \$25,000. While it was an unusual idea, the general comment is: "Well, why not?"

Lighthouse for the hula-hulas with abandon and impunity, should be counts not at all against one, converging to a standard bookmakers and mannequing are everywhere."

Mr. Crowninshield divides the three decades into four period the Rustic.

T has long been a story about town

that the Rockefellers were the real owners of the chain of Childs restaurants. Denial of this was made the other day by Walter C. Teagle of and controlled by three brothers. One

and consequently does not receive so much attention in either the magathing else in the metropolis zine or newspaper field. For that rea-—has become strongly com-mercialized, especially by the of Alfred Frueh is better known abroad, where postals of his car such as used to break forth at "Old Martin's," is now to be seen. Shortly before the holidays the hotels and his recent exhibition at the Anderson collection of the special states. son galleries drew quite a crowd of his admirers. Frueh's exhibit, which was made in conjunction with Alfred Mas-sanguer, a talented caricaturist from Havana, consisted of linoleum cuts bur-New Year eve supper ranges from actresses and actors. In the throng at \$5 to \$10. At the clubs, where liquor this exhibition I met for the first time in several years an interesting person age who makes his living by art-Jean Paleologue, whom may person-insist is the lawful and rightful king of Greece. Be that as it may, Paleologue is a lineal descendant of the Byzantine emperors, and some years ago, I recall, proved himself worthy of his line by a heroic rescue at a bathing beach.

New York's Social Life.

THE best description I have seen anywhere of the decadent social life of the metropolis is in the concluding paragraphs of a review of thirty years of the city's social life. by Frank Crowninshield, editor of Vanity Fair, who writes:

"Blasts from the saxophone and explosions from the drums partially drown the screams of those at the supper tables. Bootleggers are admiringly pointed out to the young men of fashion, demi-mondaines to recent wedding. Long interested in the debutantes. Lip sticks and rougework for the blind and founder of puggs are in active use at every table. the Lighthouse in New York city, she Hawaiian cabaret performers, relying is now trying to raise \$500,000 to upon beaded breastplates for protecestablish a Paris Lighthouse for the tion from the police, execute hula-

decades into four period, the Rustic, the Snobbish, the Boom and the Jazz periods, and his remarks quoted above are, of course, about the latter period.

An Exhibiton of Bibles.

AT the New **rk Public Library there is not on view an interter of fact the restaurants are owned esting exhibition of Bibles, and library officials are surprised to find that it is proving more popular than either of them, a West Point graduate, be-came associated with "Angel Dennett" the dime novel or base ball exhibits years ago, with the first restaurant recently held there. About 800 peryears ago, with the first restaurant recently need there, about the that made pancakes in the window as an advertisement. Later he bought out Dennett, and hooked up with two shorthers that had a milk and egg business in New Jersey. As their business expanded, they found it necessary to buy real estate to secure necessary to buy real estate to secure good sites, and issued some bonds. Some of these bonds were bought by nection with the public library, it is good sites, and issued some bonds.

Some of these bonds were bought by the Flaglers as an investment, but that is the nearest they ever got to the Rockefeller money.

Sad, but true that in the matter of financial support, New York's library stands fourth from the last in a list of thirty-six American cities. New An Interesting Art Show.

Vork's library appropriation is only 35 cents per capita, while Cleveland's is \$1.24, Boston's 99.8 and Pittsburg's \$2 cents.

It was the Sasurday before Christnas in Washington again. Once every year the festivity comes around to the National Capital, as it

does to every other city in the United States, Yes, indeed! Streets were jammed with people, The ever-increasing traffic problem Hoosac assumed menacing proportions, Pedestrians wondered what would be done

"It's getting to be a problem." said was the outting of the tunnel through the man who has never owned one. The men who did sat tight at the chusetts, permitting a direct straight wheels, thinking not at all of the rail communication between Boston

parking problem in Washington in and Albany. In The Star of Decem-1923 or 1950. Must Sell Your Foreign Agent The street cars wended their way

HAT one common, fundamental truth recognized and acted upon by manufacturers in their domestic trade—that all successful salesmen must know and believe in their lines, from the time their domestic trade—that all successful salesmen must know and believe in their lines, from the time their lines, from the time their lines, from the time the salesman less arduous. But when the manufacturer enters a foreign field his product, as a rule, does not have this latter advantage and he must rely solely on the publicity and educational work that is carried on by his representatives. Representatives must therefore

had left her untouched.

The younger woman steadied the elder down the steps and helped her with her parcels.

There was real gratitude in her voice as she turned to her benefactor.

"You do not just exist." she said.

"You live." They must "sell" their foreign and ability, there is a second step that must be taken if a steady and sound business is to be developed. This consists in putting the agency upon a really efficient basis by eduating the agent regarding his commodities. This is especially important in the case of apparatus that has unique technical features or, in the case of special appliances, that experience has shown can have a volume of sale developed only through certain selling methods.

On that same street car got a colored man. He was dressed in the latest style

He dropped two tokens in the box. He did it proudly. the conductor. The colored man beamed.

"I don't see anybody, declared the conductor.

The colored man turned around. Then he had to confess that he couldn't see anybody, either.

"Why, er, I thought she got on right behind me," he said, excitedly. "I guess she didn't get on."

"Looks that way," rejoined the conductor. "Gave you the slip, eh?"

But by this time the colored man had slipped off the car.

There recently returned to this city from a midwestern town the small children of a family. They had been staying with their grandmother for

staying with their grandmother for several months.

Their father was regaled with accounts of the various activities enjoyed while at grandmother's. The farm, the dogs, the chickens, the horses, morning, 'noon and night in Indiana, all came in for their share.

One little girl told of the good things to eat they had out there.

"And, oh, daddie!" she cried. "You just ought to see us on kraut!"

If letters of acknowledgment could be abolished in government decould be abolished in government de-losen worked up into a state of testasy over the prospect of assured bliss bepartments, thousands of dollars could be saved. This is the conclusion of one who has seen the wheels go of the river that alone separated them from the realms of the blessed, could be abolished in government de-lose worked up into a state of assured bliss before them. Bunyan's pilgrims, when arrived in their progress at the shores of the river that alone separated them from the realms of the blessed, could be abolished in government de-lose worked up into a state of assured bliss before them. Bunyan's pilgrims, when arrived in their prospect of assured bliss before them. Bunyan's pilgrims, when arrived in their prospect of assured bliss before them. Bunyan's pilgrims, when arrived in their prospect of assured bliss before them. Bunyan's pilgrims, when arrived in their prospect of assured bliss before them. Bunyan's pilgrims, when arrived in their prospect of assured bliss before them. Bunyan's pilgrims, when arrived in their prospect of assured bliss before them. Bunyan's pilgrims, when arrived in their progress at the shores of the pilgrims are pilgrims. round.

Everybody gets a letter of acknowledgment.

edgment.

If you transmit anything to a federal bureau you get a letter in reply stating that it has been received.

If you write for a job, you probably won't get it—but you will get a nice letter of acknowledgment. It will be typewritten as carefully as if destined for the President himself.

If will have a file number and all the rest of it. The wonder is that nobody has set himself up as a collector of government letters of acknowledgment. He could undoubtedly get thousands of fine specimens in a short time. nice little trip to this country, where they take them through their plants. have experts explain to them all detalls of manufacturing, show them how the goods are made. Introduce them where the appliances are installed and then send them back home as boosters. The principle were is that it is easier and less expensive to demon-strate to one quick-comprehending sales agent than to try to create a popular demand where there is an in-

Heard and Seen Fifty Years Ago in The Star

While the completion of the transcontinental railway was regarded as a great achievement in

the past century, a smaller but difficult en-Tunnel. ing feat in the eastern with the automobiles by next Christ- Section of the country was hailed as an important accomplishment. This Hoosac mountain, in western Massa-

ber 23, 1872, is a brief article:

"This is the most important event uptown, loaded down with their human freight. One old lady got on carrying more parcels than she had any right to attempt to transport.

Nobody offered to help her. Unsteady of foot, she managed the best she could.

There were plenty of gentlemen on the most important event and the most into the present state most important events. There were plenty of gentlemen on the most important events the most important events. The most important events the most important events the most important events the most important events the most important events. There were plenty of gentlemen on tunnel—made breaches through which There were plenty of gentlemen on the car—yes, really such—but none offered a hand. City life makes for such isolation in the crowd. It is a part of the penalty we must pay for herding together.

As the old woman started to get off the car, later on, a young woman sprang to her aid. City life, you see, had left her untouched.

The younger woman steadled the elder down the steps and helped her with her parcels.

There was real gratitude in her reciprocated by sending up two of reciprocated by sending up two of the men of its gong, who proceeded to the shaft, and were the first to to the shaft, and were the first to reach the top of the mountain from the east end without ascending its slope. Although the engineers have not yet had an opportunity to verify their calculations by the result, it is certain that the error is scarcely He was dressed in the latest style. He dropped two tokens in the box. He did it proudly.

"What is the other one for?" asked the conductor.

The colored man beamed.

"Certain that the error is grade or in line, and it may prove to be very much less. Another fact which is likely to have an important bearing on the matter of ventilation, after the tunnel is finished, is that the draft from the colored man beamed. "That's for my lady friend," he said, indicating the back platform with a wave of his hand.
"I don't see anybody," declared the conductor.

The colored man turned around.

The colored man turned around.

The colored man turned around.

The colored man turned around. from the eastern end into the

> Fifty years ago Washington was the scene of a number of capital crimes, followed by convictions and executions. Apropos of

derers particularly appear to

Converted

Murderers. certain scenes enacted at the gallows The Star of December 24, 1872, said:

the Hoosac mountain from east west, nearly five miles in length.

quite half a mile west of the central

cember 24, 1872, said:

"In view of the two atrocious murders of last night and the night before, following right on the heels of the late executions, some begin to think that our preachers who administer scaffold consolation should not impress it too strongly upon criminals, as a certainty, that they are to be launched from the gallows directly into heaven.

"At the several executions lately this was the predominant sentiment of the scene; and the two wife murderers particularly appear to have

been worked up into a state of ecstary not have seen brighter visions across the dark stream than these guilty wretches, just about to explate by their lives crimes of the most hideous their lives crimes of the most hideous atrocity. Judging by the past, we may suppose that the robber-murderer of last night, who, in the very excess of brutality, mashed the features of his victim to a jelly, will also ascend the scaffold with beatified counte-

the scanold with beatined counter-nance, ready to lay aside the cares and trials of this world and accept the blissful immortality promised him by his spiritual advisers. Should not these advisers, in dealing with crimiwiedgment. He could undoubtnet thougands of fine specimens
hort time.

CHARLES E. TRACEWELL.

appear a short road to beaven?"

equipped than formerly, as a rule, but it is not at all uncommon still to find ned, of course, if need be, for local only of an umpire, but of a financial conditions. Musings of a Motor Cop. abroad local firms who have the repbooming all the time, and reaching backer. Hortense Magee once overheard resentation for American products Because the American manufacturwhich apparently they do not in the Somebody say, "That girl's a bird!" vention. - But one man of national Good Riddance. ers are being "wised up" on these pos-'Poch-poch!" cried she. "Birds have least understand. Recent cases where party consequence attempted resistsibilities of improving their salesman-The President's pardon of eight United States consular officers were no pow'r. ance-David B. Hill-and he was over ship at home and abroad, some of the members of the Industrial Workers of able to assist foreign representatives My speed is eighty miles an hour!" largest American factories are makwhelmed. through personal knowledge of ing a practice of giving their for-American manufactured goods have been reported to the Department of eign agents in important territory a the World now held in Leavenwerth